

Dave Cole  
Sunil Patel

Internet Service Company

Internet based service Q1 '95

Internet based products for

Full web chat

Bill Hanks <sup>by</sup> clients for AOL + Internet

Microsoft working on  
App dev

• 100% web processing to the web

Alta categorizing on Internet Brand

• 20 other companies being created  
• web 50 ft north of California

tail connection to products

standards

web development

infrastructure support for

service bureau

• AA control  
• "strategic"  
Steering equity

• Heats  
• Internet  
• Publishers

**Confidential Discussion Outline**  
**Not to be Widely Circulated**  
**12/19/94**

***We Bring to the Table:***

1. Internet position
  - Relationships
  - Protocols
  - Experience
  - Knowledge
  - Vision
2. Mechanisms and process for bringing up publishers on the Internet
3. Next generation technology in process
  - Advanced search and agenting
  - Publishing system building blocks
4. Successful, expanding team
5. Standards proliferation through several vehicles
  - Z39.50 leadership
  - Corporate partnering
6. Fundable--value through having demonstrated all of above and profitable growth

***Desirable Operating Structure***

1. Keep team together in Northern California
2. Add management and capital
3. Spin-off protocol/standards development
4. Maintain as independent operating entity

***Looking for***

1. Money
2. Relationships which provide access to desktops
3. Ubiquity

***Questions***

1. How and where technology to evolve
2. Management roles-- BK, Cole, Weatherall, Hawkins, Suneel

*report to Dave Cole*  
*out of picture → out to SF*

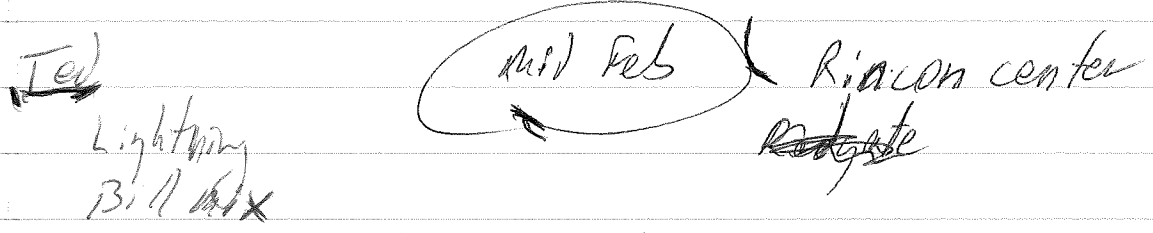
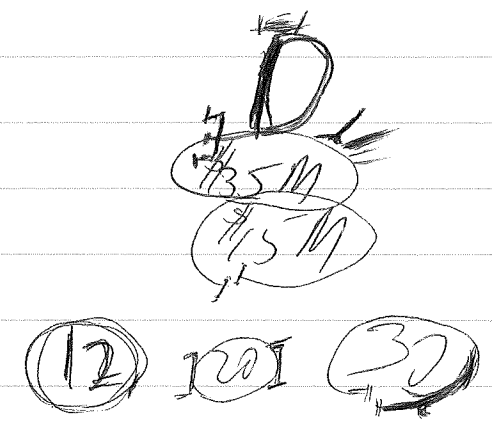
***Deal Structure***

If majority ownership, must have full buyout of existing shareholders

~~Ted Leonis~~      ~~secretary~~ ~~Maxia~~  
 703-917-1890

Ted Leonis    703-448-8700 ,    703-883-1673    Kelly Bray  
 Bill Dunn    505-989-4866 ,    505-989-3922  
 JP Masson  
 David Cole      secretary: erica

- Bill Pitch
- SF → where it's happening
  - eyeballs
  - team
  - funding
  - vision



Leonis@AOL.com  
 add line about coron integration

- David Cole
- 12, 20, 30
  - Marketing position, technology teaches working team
  - talking with other

*WAIS Inc*

*Wide Area Information Servers*  
1040 Noel Drive  
Menlo Park, California 94025  
415-617-0444  
FAX 415-327-6513

# FAX Cover Sheet

Date:

To: David Cole  
FAX: 703-757-7504  
Phone:

From: Brewster Kuhl  
FAX:  
Phone:

Pages Transmitted (including cover sheet):

Remarks:

January 11, 1995

David,

I would like to figure out a way for AOL and WAIS to work together. I have tried leaving voicemail, so I thought I would try FAX.

A deal, seems to me, would fill a strategic piece of the Internet company. You could launch your group with a set of existing content (in our customers and publishers) and a position in Internet infrastructure. There are over 1000 databases now (we think), 70 or so customers and publishers. We were a million and profitable last year, going to break \$4M this year and looking towards making 12 next year. There is more market out there than we can currently serve. I think we can solve that by working together.

I would be up for investment, but am leaning towards acquisition in the current discussion and I have thought about price range a bit.

Ted called today because we did not see each other when I was east. He asked how things were going and I said that I wanted to do something here either investment or acquisition.

Please call when you have a chance. w: 415-617-0444, h: 415-861-1621.

-brewster  
brewster@wais.com

*AOL WAIS Discussion Outline  
WAIS Inc Confidential  
12/19/94  
Brewster Kahle*

*We Bring to the Table:*

1. Internet position
  - Relationships
  - Protocols
  - Experience
  - Knowledge
  - Vision
2. Mechanisms and process for bringing up publishers on the Internet:
  - Large bed of existing customers running now.
3. Next generation technology in process
  - Advanced search and agenting
  - Publishing system building blocks
4. Successful, expanding team
5. Standards proliferation through several vehicles

Z39.50 leadership

Corporate partnering

6. Value through having demonstrated all of above and profitable growth

*Desirable Operating Structure*

1. Keep team together in Northern California
2. Add management and capital
3. Spin-off protocol development, government contracts
4. Maintain as independent operating entity

*Looking for*

1. Money
2. Relationships which provide access to desktops
3. Ubiquity

*Questions*

1. How and where technology to evolve
2. Management roles

703-757-7504